PSYCHOLOGY MOTIVATION, EMOTION, AND SOCIAL BEHAVIOR CONCEPTS PRACTICE TEST (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

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How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

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Questions

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1. **In schizophrenia, the absence or reduction of normal behaviors such as social withdrawal or reduced emotional expression is referred to as**

   A. Negative Symptoms

   B. Positive Symptoms

   C. Cognitive Symptoms

   D. Motor Symptoms

2. **What defense mechanism involves providing reasonable-sounding explanations for unreasonable behaviors or failures?**

   A. Intellectualization

   B. Rationalization

   C. Denial

   D. Repression

3. **Which therapy focuses on changing maladaptive thinking patterns and their influence on emotions and behavior?**

   A. Exposure Therapy

   B. Systematic Desensitization

   C. Aversion Therapy

   D. Cognitive-Behavioral Therapy

4. **Which hunger motivator determines how much something fits one's dietary palate?**

   A. Quantity Available

   B. Palatability

   C. Variety

   D. Presence of Others

5. **The basic need second to bottom layer includes the need to feel secure and out of danger.**

   A. Physiological Needs

   B. Basic Needs Category

   C. Safety Needs

   D. Maslow's Hierarchy of Needs

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6. Which therapy method is primarily focused on changing behavior by applying learning principles?

A. Counter-Conditioning

B. Behavior Therapy

C. Insight Therapy

D. Psychoanalysis

7. Which hunger motivator is based on there being other people to eat with?

A. Palatability

B. Variety

C. Presence of Others

D. Quantity Available

8. Which higher-order need is described as doing things for the aid of others?

A. Self-Transcendance Needs

B. Self-Actualization Needs

C. Self Esteem Needs

D. Love & Belonging Needs

9. Which Big Five trait reflects being nervous, moody, emotional, insecure, jealous, and unstable?

A. Extroversion

B. Neuroticism

C. Conscientiousness

D. Openness

10. Which term best describes internal bodily states driving action to reduce discomfort?

A. Homeostasis

B. Drive Theory of Motivation

C. Maslow's Hierarchy of Needs

D. Incentive Theory of Motivation

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Answers

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1. A
2. B
3. D
4. B
5. C
6. B
7. C
8. A
9. B
10. B

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Explanations

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1. In schizophrenia, the absence or reduction of normal behaviors such as social withdrawal or reduced emotional expression is referred to as

A. Negative Symptoms

B. Positive Symptoms

C. Cognitive Symptoms

D. Motor Symptoms

The main idea is that negative symptoms are deficits in normal functioning. In schizophrenia, these show up as the absence or reduction of behaviors people typically display, such as social engagement and emotional expression. For example, someone might show little facial emotion (affective flattening), speak less or with little content (alogia), lack motivation to pursue activities (avolition), or withdraw from social interactions (asociality). This is different from positive symptoms, which involve the presence of abnormal experiences like delusions or hallucinations. It's also distinct from cognitive symptoms (problems with thinking, memory, and attention) and motor symptoms (movement-related issues like slowed movements or catatonia). Negative symptoms can be particularly persistent and challenging to treat, and they often contribute greatly to functional impairment even when positive symptoms are under control.

2. What defense mechanism involves providing reasonable-sounding explanations for unreasonable behaviors or failures?

A. Intellectualization

B. Rationalization

C. Denial

D. Repression

Rationalization is when someone protects themselves from uncomfortable truths by offering explanations that sound reasonable but hide the real motive. It's about reinterpreting or justifying an action or outcome with logical-sounding reasons rather than facing the actual reason behind it. For example, missing a deadline and saying "I work better under pressure" makes the behavior seem understandable, even though the real issue might be procrastination or poor planning. Another common example is blaming a poor grade on a "unfair test" rather than acknowledging not studying enough. Intellectualization would have you think about the situation in cold, abstract terms to avoid emotion, like discussing statistics about rejection rates instead of feeling hurt. Denial is the outright refusal to accept reality, acting as if the problem doesn't exist. Repression is pushing distressing thoughts out of conscious awareness so you don't have to deal with them. Rationalization stands out because it keeps the behavior but shifts its justification to sound reasonable, preserving a positive self-view while avoiding the true cause.

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3. Which therapy focuses on changing maladaptive thinking patterns and their influence on emotions and behavior?

A. Exposure Therapy

B. Systematic Desensitization

C. Aversion Therapy

D. Cognitive-Behavioral Therapy

The main idea being tested is that changing thoughts can alter emotions and behavior. Cognitive-Behavioral Therapy centers on identifying and challenging distorted or unhelpful thinking patterns and showing how these thoughts influence how we feel and act. By restructuring these cognitions, people often experience reduced distress and more adaptive behavior, with practical techniques like cognitive restructuring and behavioral experiments that reinforce new ways of interpreting situations. Other therapies focus more on exposure or conditioning rather than altering thinking. Exposure therapy targets reducing fear by gradually confronting feared stimuli, systematic desensitization blends gradual exposure with relaxation to reduce anxiety, and aversion therapy uses punishment or negative consequences to deter unwanted behaviors. None of these prioritize changing maladaptive thought patterns as the primary mechanism, which is why cognitive-behavioral therapy is the best fit.

4. Which hunger motivator determines how much something fits one's dietary palate?

A. Quantity Available

B. Palatability

C. Variety

D. Presence of Others

Palatability is about how appealing a food is to our senses—the taste, smell, texture, and overall sensory pleasure. When a food matches our dietary palate and feels enjoyable to eat, we're drawn to it more, and we tend to eat larger amounts because the eating experience is rewarding. This hedonic pull can override purely physiological needs when the goal is tasting something we like, making palatability a key determinant of how much we eat from a given option. Quantity available focuses on how much food is present, which can influence how much we eat simply because more is there to consume, but it doesn't tell us anything about how well the food fits our preferences. Variety refers to having different foods to choose from; that can expand consumption through curiosity and sensory stimulation, but it isn't about how well a single item aligns with our palate. Presence of others captures the social context of eating, which can change portions due to social dynamics, not the inherent appeal of the food itself. So, the item that best explains why a food might determine a person's intake amount based on fit with their tastes is the sensory appeal of the food itself—its palatability.

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5. The basic need second to bottom layer includes the need to feel secure and out of danger.

A. Physiological Needs

B. Basic Needs Category

C. Safety Needs

D. Maslow's Hierarchy of Needs

Safety needs are the second-from-bottom layer in Maslow's hierarchy. They cover feeling secure, protected from danger, and having stability in life—think safe housing, reliable shelter, protection from threats, steady employment, and general security. After physiological needs like food, water, and warmth are met, the mind seeks safety before moving on to belonging, esteem, and growth. The other options don't fit as well: physiological needs are the bottom layer, a vague term like Basic Needs Category isn't a standard label, and Maslow's Hierarchy of Needs refers to the overall theory, not this specific layer.

6. Which therapy method is primarily focused on changing behavior by applying learning principles?

A. Counter-Conditioning

B. Behavior Therapy

C. Insight Therapy

D. Psychoanalysis

Behavior therapy is built on the idea that many behaviors are learned and can be changed by applying learning principles. Therapists use techniques grounded in conditioning and reinforcement to shape actions, focusing on observable, measurable change rather than delving into hidden thoughts. For example, treating a phobia often uses gradual exposure and coping skills to create new, non-fearful responses, with reinforcement reinforcing the desired behavior. Counter-conditioning is a specific tactic used within this approach, not the whole method. Insight therapies and psychoanalysis, by contrast, aim to uncover and interpret internal thoughts and unconscious motives rather than directly changing behavior through learning processes.

7. Which hunger motivator is based on there being other people to eat with?

A. Palatability

B. Variety

C. Presence of Others

D. Quantity Available

Eating is influenced by the social context in which we dine. When other people are present, we often adjust our eating behavior to fit the group—speeding up the pace, taking cues from others' portions, and aiming to keep up with what everyone else is eating. This social influence, sometimes called social facilitation or social modeling of eating, makes the presence of others a key factor in hunger-driven eating. It explains why people may consume more food when dining with friends or family, even if the food itself isn't more appealing or more available. So the idea here is that the mere existence of other eaters nearby can motivate us to eat more, beyond taste, variety, or how much is on hand.

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8. Which higher-order need is described as doing things for the aid of others?

A. Self-Transcendance Needs

B. Self-Actualization Needs

C. Self Esteem Needs

D. Love & Belonging Needs

Focusing on needs that go beyond the self and aim to help others points to self-transcendence. This motive describes pursuing goals that connect us to something larger than ourselves, such as altruism, service, or a meaningful purpose that benefits others or the world. In many theories of higher-order needs, self-transcendence sits above personal self-actualization, highlighting the move from improving oneself to contributing to others or a greater cause. The other options relate more to personal growth, social connections, or self-worth: self-actualization is about realizing one's own potential, love and belonging center on relationships, and self-esteem concerns respect and status. So doing things for the aid of others best fits self-transcendence needs.

9. Which Big Five trait reflects being nervous, moody, emotional, insecure, jealous, and unstable?

A. Extroversion

B. Neuroticism

C. Conscientiousness

D. Openness

Think about which Big Five trait captures emotional instability and sensitivity to stress. Being nervous, moody, insecure, jealous, and unstable reflects a pattern of negative emotions and mood fluctuations rather than outward energy, self-discipline, or openness to new experiences. This is the essence of neuroticism, a dimension that describes how prone someone is to emotional distress and instability. People high in neuroticism tend to experience stronger negative emotions, worry, and mood swings, which fits the described traits. By contrast, extroversion focuses on sociability and energy, conscientiousness on self-control and reliability, and openness on imagination and curiosity. So the best fit is neuroticism.

10. Which term best describes internal bodily states driving action to reduce discomfort?

A. Homeostasis

B. Drive Theory of Motivation

C. Maslow's Hierarchy of Needs

D. Incentive Theory of Motivation

Internal bodily states that push you to take action to relieve discomfort are drives. Drive theory explains that physiological needs create an arousal or drive that motivates behaviors aimed at restoring balance. For example, hunger generates a drive to seek food, motivating you to eat to reduce the uncomfortable state. Homeostasis is the broader idea of maintaining internal balance, but the term that describes the pushing force behind motivated action is a drive. Maslow's hierarchy maps out levels of needs rather than the mechanism of motivation, and Incentive Theory emphasizes external rewards over internal bodily states.

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Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

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We wish you the very best on your exam journey. You've got this!

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